EXECUTIVE OFFICERS MEETING
AUGUST 15, 1991
PLASTICS PARK, SPRINGFIELD, MA

PRESENT: Sec./Treas. Haynes, Exec. V.P.s Lydon and Farmer

ABSENT: Pres. Faherty (Funeral) and Exec. V.P. Phinney (ub)

MMS to purchase five tickets ($25) for Arthur Durand's testimonial dinner/dance. So voted.

MMS to have Pres. Faherty and Exec. V.P. Lydon attend a meeting with Rep. John McDonough and other representatives of the Public Sector Division to discuss the introduction of total quality management into the operations of state government. Meeting will take place Wed., Aug. 28, 1991. So voted.

Tabled request for contributions to renovate from the Virginia AFL/CIO building.

MMS to donate $100 to the Fourth Annual Summer Cocktail Party in support of My Brother's Table. So voted.

Announced Vice President Alman's acceptance to become a member of the new Higher Education Coordinating Council.

MMS to have President Faherty contact MWRA regarding Labor's position on work on the Authority's residuals being done by companies in Southern States. So voted.

Discussion on the Chapter 23 - Hospital Finance Legislation.

Discussed participation in a conference addressing career advancement for white collar women and it was decided that financially we are unable to participate at this time.

MMS to allow Gem Giftwares to use the Massachusetts AFL/CIO as a reference in their advertising. So voted.

Discussed the problem with the Sheraton Bal Harbour doing construction work non-union.

EXECUTIVE OFFICERS MEETING
AUGUST 15, 1991
PLASTICS PARK, SPRINGFIELD

THINGS TO DISCUSS

Discuss communication from Health Care for All regarding successor to Chapter 23 hospital finance legislation. - discussed

Request to purchase tickets ($25.00) for a testimonial dinner/dance for Arthur Durand. 5 tickets

Discuss participation in a conference addressing career advancement for white collar women. See Joe for Recommendation

Discuss the letter sent to Mass. Water Resources Authority opposing plans to have a significant portion of the work on the Authority's Residuals from a company in a southern state. (Perini is the contractor) Joe Send letter

Invitation from Rep. John McDonough to Pres. Faherty to meet with other representatives of the Public Sector Division to discuss the introduction of total quality management into the operations of state government (Wed., Aug. 28, 1991 at 1 PM - Room 167, State House) Send Faherty + Lydon

Discuss Ron Alman's acceptance to become a member of the new Higher Education Coordinating Council. announced -

Request from the Virginia State AFL/CIO for a contribution for their renovation efforts. Table

Request for $100 donation to the Fourth Annual Summer Cocktail Party in support of My Brother's Table. Same as in Past $100

Gem Giftware see Bob

Bob Harber - Non-union work to discuss

MMS to allow Gen G to use M. Cff as a refer in their cover.

Discussed

in Lu

Health Care For All

Ex off

DATE: August 9, 1991
TO: HCFA MEMBER GROUPS
FROM: HCFA Staff
RE: Successor to Chapter 23 hospital finance legislation.

RECEIVED AUG - 9 1991

Your Help is Needed to Derail the Weld/Insurance Industry Deregulation Bill and Promote True Health Care Reform

1. What's in this packet?

* cover memo (you're reading it);
* a one page flier on the Weld/insurance industry proposal;
* a longer background piece explaining the Weld/insurance industry plan;
* two postcards for you to send to your Representative and Senator

2. What's happening/ what are we trying to accomplish?

The Weld/insurance industry proposal, intended to succeed Chapter 23, will benefit the wealthiest hospitals, the biggest HMOs and the largest employers at the expense of everyone else. Their proposal will do nothing to control skyrocketing costs. It will undermine access, and encourage insurers to avoid high risk people.

Health Care For All is trying to do two things:

* build support for TRUE health care reform;

* eliminate the most harmful aspects of the Weld proposal.

We will be holding meetings with legislative leaders urging them not to support H.5900. They must not allow insurance companies to dictate health care policy. In order for these meetings to be effective, legislators need to be hearing from their own constituents.

25 West Street, 2nd Floor Boston, Massachusetts 02111 (617) 350-7279

3. How can you help?

A. The most important action you can take is to order copies of the enclosed postcards and distribute them widely to your members/network. Legislators must understand that people want access and cost containment, not rhetoric and higher health care costs. [Note: because not all groups have yet endorsed the Family Health Plan, the post card stresses the PRINCIPLES of the FHP: universal access, cost containment, and quality, rather than focusing on the bill itself]

Please contact our office ASAP, (617) 350-7279, and let us know how many postcards you need!

B. Second, your organization should write a letter to as many members of the legislature as possible opposing the Weld/insurance industry plan and calling for true reform. (We would like a copy of any letter you send) You can use the enclosed background sheet as a guide and call our office if you need any assistance.

Organizational letters are important, but our first priority is the postcard so that the legislature knows there is a grass roots network out there who cares about this issue.

4. Timing

The current hospital finance law expires on October 1. The administration and the health care committee have both said that they would like something in place by that time. It is doubtful that a consensus will emerge within this time frame. However, we MUST register our opposition by early September if we are going to have an effect on the eventual outcome. Without opposition, H.5900 could pick up momentum and become unstoppable. This means that you need to get your post card order in to us right away.

If you have any questions call Mark, Michael or Julie at the Health Care For All office.

P.S. There will be a meeting to discuss deregulation and Medicaid cuts on August 27 at the Mass Society for Prevention of Cruelty to Children (MSPCC), 43 Mt Vernon Street, 10-12. Additional postcards will be available at that meeting. Please plan to attend.

OUR HEALTH CARE SYSTEM IS IN CRISIS

And, Governor Weld wants to make matters worse! His health care proposal deregulates health care and limits access for Massachusetts residents

Dear Senator: Please do not support Governor Weld and the insurance industry's deregulation proposal (H. 5900). We can no longer tolerate higher costs, loss of benefits and decreased access.

- o H. 5900 will allow health care costs to skyrocket
- o H. 5900 will cause a reduction in health care benefits
- o H. 5900 will close community hospitals, leaving thousands of Massachusetts residents medically underserved

Instead, support the ***Family Health Plan's*** 3 basic principles:

- o **universal coverage** - every man, woman, and child should have access to health care
- o **cost control** - administrative waste and inefficiency can no longer be tolerated
- o **quality health care** - allow providers, not insurance companies, to make health care decisions

Do not sacrifice my health care to the profit motive of the insurance industry!

SUPPORT THE PRINCIPLES OF THE ***FAMILY HEALTH PLAN*** (House Bill No. 4145)

Reject Governor Weld's proposal to deregulate health care (H. 5900). Do not let access and quality care be sacrificed just to benefit the insurance industry.

Name _____

Address _____

_____

_____

Phone _____

MTASO

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Name _____

Address _____

_____

_____

Phone _____

MTASO

19 cents

SAVE OUR HEALTH CARE SYSTEM

Senator _____
State Senate
State House, Room # _____
Boston, MA 02133

SUPPORT TRUE HEALTH CARE REFORM

19 cents

SAVE OUR HEALTH CARE SYSTEM

Representative _____
House of Representatives
State House, Room # _____
Boston, MA 02133

SUPPORT TRUE HEALTH CARE REFORM

Understanding H.5900:

The Weld/Insurance Industry Hospital Bill

Introduction

Hospital finance is a dry and confusing subject which the average person has difficulty relating to. However, the decisions that get made in the next hospital finance bill will have a tremendous impact on who gets care, who doesn't get care, and how much we all will have to pay. This memo lays out the impact of the Weld/insurance industry proposal on cost containment and access.

***

What does the Weld/insurance industry plan mean for cost containment?

The proposal relies on competition among hospitals and insurance companies in order to contain costs. In theory, to attract subscribers, insurance companies and HMOs will try to negotiate discounts with hospitals so they can offer lower premiums than their competitors. In exchange for these discounts, insurers will guarantee hospitals a certain number of patients. In order to fill their beds, hospitals will be willing to offer these discounts. All of this discounting is supposed to hold down overall health care costs.

Unfortunately, this approach is a proven failure:

In Massachusetts under Chapter 23, we encouraged hospitals to compete for patients. The result was that some hospitals lost patients and others added hundreds of new ones. The wealthiest and most expensive hospitals were the ones that grew the most. As a result, the progress that Massachusetts had made during the mid 80's in moving toward the national average in health care spending was wiped out. Instead, under the more competitive system, hospital costs in Massachusetts exceeded the national average by nearly 40%, the highest level since 1980.

In both California and Minnesota, states that rely heavily on competition, the discounts that one group gets are passed along as higher costs to another. Instead of cost containment, you get cost—shifting. Also, as hospitals compete with each other to bring in more patients, they do so by capital spending. Each hospital wants to have all of the latest technology and the fanciest facilities. This creates unnecessary duplication of services, and drives up costs.

MTASO

Another drawback to the competitive approach is that it fails to address one of the major costs in the American health care system, administrative waste. Increased competition and negotiating will lead to more money spent on insurance underwriting, marketing, and increased administrative costs to providers.

Finally, there is no guarantee that discounts negotiated by insurers will be passed on to consumers as lower prices and not simply retained as higher profits for the insurance companies and the HMOs.

***

What does the Weld/insurance industry proposal mean for access?

If it is possible, the deregulation proposal is worse for access than it is for cost containment. Under the proposal:

- There is an arbitrary limit on the size of the free care pool that is not related to the growing number of uninsured and underinsured people in the Commonwealth;
- Guidelines for free care will be tightened. Anyone who does not qualify for free care will be turned over to the Department of Revenue, which will act as the collection agent for hospital bills that people ineligible for free care are unable to pay;
- As competitive pressures hit the hospitals, some will be unable to compete and instead will be forced to close. Those at greatest risk are the hospitals that serve the uninsured, underinsured, Medicaid, and Medicare recipients. These hospitals will run deficits by serving the poor and uninsured that they will be unable to make up by increasing private sector payments.

A hospital that tries to make up for losses from community services will lose their privately insured patients to a hospital which offers lower rates but is not providing subsidized services.

This will force some hospitals to close, and others to drop services — particularly primary and preventive care, translation services, community outreach, and other services —that benefit low—incomeor uninsured people. Instead of serving those in need, hospitals will respond to market incentives by doing more for those with better paying insurance. (A market driven system responds to those who have the money, not those who need the services).

***

What are the implications for access to insurance?

Insurance reform is not a part of this proposal. Right now many individuals and groups are blacklisted out of the insurance market because of their health status, occupation, or because they are considered "high risk". Under the Weld/insurance industry proposal, as insurers compete with each other for lower rates, they will be more likely to exclude anyone from coverage who is not healthy and who might drive premiums up for other members of the group.

Another result of this proposal will be that in order for insurance companies to negotiate discounts, they will have to be able to move their patients from one provider to another. This means that patients will lose whatever choice remains to them about where and from whom they will receive care. The continuity of the doctor/patient relationship will be disrupted. Patients will go to hospitals that their insurance company has a contract with, not where their doctor is, not where they want to go.

***

Who is at risk under this proposal?

- IF you are insured as an individual or belong to a small group;
- IF you work in an industry with a higher than average number of older workers or retirees;
- IF you work in a high risk occupation or belong to a demographic group that insurers consider to be high risk;
- IF you work in an industry threatened with high rates of unemployment;
- IF you are disabled, elderly, unemployed, or have a pre-existing condition;
- IF you are a primary care provider or health care worker in a community hospital, or if you provide care to a large number of uninsured or underinsured patients ...

THEN YOU ARE LIKELY TO BE A LOSER UNDER THIS PROPOSAL.

The winners will be the biggest and wealthiest players in the health care industry. But they will only win in the short run. Over time, their rates will also increase.

What's the alternative?

Short term

Any new legislation should move us in the direction of universal access and cost containment. We must learn from the mistakes of the previous hospital finance law, not compound them. A short term agenda would include a cap on total hospital spending and controls over the rate of growth. At the same time, access programs and funding for primary care must be strengthened and barriers to insurance, such as pre—existingcondition exclusions and black—listing, must be eliminated.

Long term

Our health care crisis is solvable. There is evidence from all over the world that universal access and cost containment are possible. Recently a report by the General Accounting Office showed that if the United States adopted a Canadian style social insurance plan, we could provide high quality health care to every resident of the country and still save money. In Massachusetts, Health Care For All is supporting **H.4145, The Family Health Plan**, which would guarantee access to all AND contain costs. It is important to use the current debate over hospital finance to let legislators know that their constituents want action on **TRUE** health care reform.

More information on the Family Health Plan is available from the Health Care For All office.

Health Care For All
25 West Street, 2nd Floor, Boston, MA 02111; (617) 350—7279

Are you ready to bargain for your health care?

Our health care system is in crisis and the Weld administration wants to make matters worse. A new Weld/Insurance Industry proposal deregulates health care and limits access for Massachusetts residents.

The Weld/insurance Industry Proposal:

Profits will be the bottom line

- Hospitals will close emergency rooms and trauma centers
- Vital services will be eliminated simply because they are not profitable
- Community hospitals will be forced to close their doors, unable to compete

Health care will be out of reach for thousands of people

- Small groups will be priced out of the insurance market
- Hospitals could require large deposits before agreeing to treat patients
- Community services will vanish
- People could be forced to go to hospitals or doctors they don't want

Costs will skyrocket

- Individual premiums will increase
- Administrative waste will escalate
- Insurance marketing techniques will intensify
- Unnecessary duplication of services will rise

Governor Weld's proposal is the insurance industry's proposal – **it will provide less health care at higher cost!**

There is an Alternative: The Family Health Plan

The Family Health Plan will:

- **Ensure that every man, woman, and child in Massachusetts has access to high quality health care at reasonable cost**
- **Eliminate administrative waste and inefficiency**
- **Save billions of dollars and provide universal access to health care with NO DEDUCTIBLES, NO BALANCE BILLING**

The Family Health Plan will go in the opposite direction of Governor Weld's and the insurance industry's proposal – **it will provide more health care at lower cost!**

HEALTH CARE FOR ALL
25 West Street, 2nd Floor
Boston, MA 02111
(617)350-7279

Weld and the insurance companies think you are.

International Brotherhood of

BOILERMAKERS · IRON SHIP BUILDERS

Local 29

BLACKSMITHS · FORGERS & HELPERS

TELEPHONE AREA CODE 617
328-8400

68 SAGAMORE STREET
NO. QUINCY, MASSACHUSETTS 02171-1994

RECEIVED
AUG - 9 1991

Ex
76

August 8, 1991

Mr. Paul Levy
Executive Director
Massachusetts Water Resources Authority
100 First Avenue
Boston, Massachusetts 02129

Dear Mr. Levy:

I am writing to express strong opposition to plans being made by a bidder on the Authority's Residuals - Primary A and B project (contract number 5723) to have a significant portion of the work necessary for the completion of the project performed by a company from a southern state.

Your agency has made a laudable commitment to "Buy Massachusetts" in its contracting policy. The Perini Corporation has indicated that it will breach this policy if it is awarded this contract by having digesters fabricated in a southern state and shipped to Massachusetts. This decision by Perini is in direct conflict with the MWRA policy to "encourage maximum involvement of Massachusetts businesses in construction projects."

The MWRA and its ratepayers have instructed contractors to make every reasonable effort to use construction materials mined, manufactured, or produced in Massachusetts.

Local #29 vigorously opposes Perini's plan. Thousands of Massachusetts workers are out of work in a depression-like labor market. The Perini Corporation should not be permitted to diminish the MWRA's positive contribution to improve the local employment situation by sending this work south! Unemployed Massachusetts Boilermakers, some of whom are MWRA ratepayers, deserve consideration for these jobs.

Massachusetts' fiscal situation is also an issue. We estimate that at least 200,000 man-hours of work are involved in this component of the project. The taxable income and corporate revenue generated should be subject to Massachusetts taxes and NOT THOSE OF ANOTHER STATE!!!!

Send Letter
Made in Mass

Mr. Paul Levy August 8, 1991

We demand that your office take steps to prevent this hemorrhage in the MWRA's "Buy Massachusetts" policy. Other responsible corporations have submitted bids which do not include such an outrageous feature. In the event the Perini Corporation does not disavow this plan, I urge you to award the contract to another bidder.

It is urgent that we discuss this matter with you or a member of your staff.

Very truly yours,

Frederick T. Hayes

Frederick T. Hayes
Business Manager
Secretary-Treasurer
Boilermakers Local Lodge #29

FTH/rbj
c: Christine Morris, Secretary of Labor
William Bulger, President, Massachusetts Senate
Charles Flaherty, Speaker, House of Representatives
Joseph C. Faherty, President, Massachusetts AFL-CIO
Joseph W. Nigro, Jr., Boston Building & Construction Trades Council
Susan Tierney, Chairman, Board of Directors - MWRA
John J. Carroll, Vice Chairman, Board of Directors - MWRA
Robert J. Ciolek, Board of Directors - MWRA
William A. Darity, Board of Directors - MWRA
Lorraine M. Downey, Secretary, Board of Directors - MWRA
Norman P. Jacques, Board of Directors - MWRA
Charles Lyons, Board of Directors - MWRA
Joseph A. MacRitchie, Board of Directors - MWRA
Samuel G. Mygatt, Board of Directors - MWRA
Thomas E. Reilly, Jr., Board of Directors - MWRA
Walter J. Ryan, Jr., Board of Directors - MWRA
John Ablondi, Project Manager - Perini Corporation

VIRGINIA STATE AFL-CIO

Chartered by the
AMERICAN FEDERATION OF LABOR AND
CONGRESS OF INDUSTRIAL ORGANIZATIONS

DANIEL G. LeBLANC
President

JAMES R. LEAMAN
Secretary-Treasurer

RUSSELL N. AXSOM
Vice-President

Representing over 200,000 Members

UNION YES

RECEIVED
AUG 12 1991

August 8, 1991

Table

Mr. Joseph Faherty, President
Mr. Robert J. Haynes, Secretary-Treasurer
Massachusetts AFL-CIO
8 Beacon Street, 3rd Floor
Boston, Massachusetts 02108

Dear Brothers Faherty and Haynes:

This is to request your participation in the Virginia State AFL-CIO's renovation of our headquarters in Richmond, Virginia. Our House of Labor, located at 3315 West Broad Street, was purchased twenty-two years ago and has been structurally maintained but has received very little interior renovation. The campaign to modernize our headquarters was initiated at the behest of our 450 local union affiliates in order to create an environment in which working families in the Commonwealth can lead a new decade of growth for our movement.

Next January, Trade Unionists and other dignitaries from across Virginia and around the nation will gather to celebrate the grand opening of the new Federation Headquarters. A plaque will be placed in the reception area listing the names of all organizations who contribute to the effort. Please find attached a reply form for your use in participating in the campaign.

Thank you in advance for assisting the 200,000 working families of the Virginia State AFL-CIO in helping to create a home where we can work for dignity and justice, and one of which we will truly be proud.

Sincerely and fraternally,

Dan
Daniel G. LeBlanc
President

Jim
James R. Leaman
Secretary-Treasurer

Russ
Russell N. Axsom
Vice President

DGL:JRL:RNA:csj
Attachment
OPEIU 334, AFL-CIO

P. S. We very much would like to include the Massachusetts AFL-CIO on the display plaque. Your participation would be greatly appreciated by our affiliates.

FAX (804) 353-0442
Phone: (804) 355-7444

3315 WEST BROAD STREET
RICHMOND, VIRGINIA 23230-5089

AUG 15 1994

MEMORANDUM

TO: Daniel G. LeBlanc, President
James R. Leaman, Secretary-Treasurer
Russell N. Axsom, Vice President

FROM: Massachusetts AFL-CIO

RE: Headquarters Renovation Campaign

- -

( ) Please include the Massachusetts AFL-CIO on the display plaque at the new Virginia State AFL-CIO Headquarters.

( )	Platinum Contributor	$1,000.00
( )	Gold Contributor	$500.00
( )	Silver Contributor	$250.00

Make checks payable to the **Virginia State AFL-CIO Building Fund,** 3315 West Broad Street, Richmond, Virignia 23230-5085.

( ) Please send us information regarding the Grand Opening next January.

Thank you on behalf of the union members and families of the Virginia State AFL-CIO.

OPEIU 334, AFL-CIO

American Federation of Labor and Congress of Industrial Organizations

815 Sixteenth Street, N.W.
Washington, D.C. 20006
(202) 637-5000

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THOMAS R. DONAHUE SECRETARY-TREASURER

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Gerald W. McEntee
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George J. Kourpias
Frank Hanley

Ex
JH

August 9, 1991

Mr. Joseph C. Faherty, President
Massachusetts AFL-CIO
8 Beacon Street, 3rd Floor
Boston, Massachusetts 02108

RECEIVED
AUG 14 1991

Dear President Faherty:

Thank you for your August 5th letter regarding construction work at the Sheraton Bal Harbour.

Please advise the Massachusetts AFL-CIO Executive Committee that we have been working on this problem for some time and are continuing to do so.

Unfortunately, every time we think all of the issues are resolved, we learn of another dispute. The Sheraton Bal Harbour and the Sheraton chain are well aware of our concern and understand they are risking a hotel boycott.

Sincerely and fraternally,

President

cc: Thomas R. Donahue

Advertising Specialties
Premiums
Executive Gifts

Richard G. Herman
Specialties Counselor

GEM GIFTWARES

a division of The Gem Group, Inc.
20 LOCUST STREET • DANVERS, MA 01923

508-774-0161
800-225-2544
FAX: 508-777-6293

RECEIVED
AUG 14 1991

Ex
for app

August 13, 1991

Mr. Joseph C. Faherty
President
Massachusetts AFL-CIO
8 Beacon Street
Boston, MA 02108

Dear Mr. Faherty:

I am currently putting together a brochure describing the services of GEM Giftwares. As part of the brochure I am compiling a list of companies that I have serviced over the years. I am being selective of those companies or organizations I list and am not listing competitive companies. The list is being designed to show the variety of companies and organizations doing business with me.

As I have been servicing the Massachusetts AFL-CIO for over a decade with your specialty needs, I am writing to you for permission to list Massachusetts AFL-CIO as an organization to show my sensitivity to doing business with unions. Your permission would be greatly appreciated.

As I am trying to get this brochure into print within the next 7 - 10 days, your reply as soon as possible is greatly appreciated.

Sincerely,

Richard G. Herman

Richard G. Herman

jrb

MAR 1 '38

MASSACHUSETTS/AFL-CIO

Voice of Organized Labor 400,000 Strong

50

August 15, 1991

TO: MASSACHUSETTS AFL-CIO VICE PRESIDENTS
FROM: JOSEPH C. FAHERTY, PRESIDENT
ROBERT J. HAYNES, SECRETARY-TREASURER
RE: 1991 CONVENTION

Dear Vice President:

The Massachusetts AFL-CIO Annual Convention is scheduled for Tuesday-Friday, October 1-4 at the Park Plaza Hotel in Boston. This year is a Constitutional Convention and the delegate turnout is expected to be higher than usual.

The strength of the State AFL-CIO has always been and remains today our affiliated unions. In order to acknowledge contributions affiliated unions make and demonstrate Labor solidarity, we would like to fill the Convention Hall with Union banners.

If your Organization would like to have a banner on display in the main hall, please have it delivered to the Massachusetts AFL-CIO office, no later than Monday, September 30th. All banners must be picked up at the end of Convention business on Friday, October 4th.

We encourage your participation and thank you for your assistance.

PRESIDENT
JOSEPH C. FAHERTY

EXECUTIVE VICE PRESIDENTS
JOSEPH M. LYDON
JAMES FARMER
JOHN F. PHINNEY

SECRETARY-TREASURER
ROBERT J. HAYNES

VICE PRESIDENTS
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THOMAS CHIRILLO
JANET CIEJKA
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CHARLES DeROSA
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JOSEPH KELLEHER
THOMAS P. KERR
DICK LeBLANC
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FRANK McCARTHY
CHARLES McDEVITT
PATRICK MELE JR.
A. MICHAEL MULLANE
JOSEPH W. NIGRO JR.
HERBERT OLLIVIERRE
CYNTHIA RODRIQUES
TONY ROMANO
CHARLES E. THOMPSON
CELIA WCISLO
MANNY WILLIAMS

MASSACHUSETTS / AFL-CIO
8 BEACON STREET • BOSTON, MA 02108 • TELEPHONE 617 / 227-8260 • FAX 617 / 227-2010

MASSACHUSETTS/AFL-CIO

Voice of Organized Labor 400,000 Strong

August 15, 1991

TO: MASSACHUSETTS AFL-CIO VICE PRESIDENTS
FROM: JOSEPH C. FAHERTY, PRESIDENT
JOSEPH NIGRO, V.P., GENERAL AGENT-BOSTON BUILDING TRADES
RE: "INVEST IN MASS." CONFERENCE-OCT 30,31-NOV 1

PRESIDENT
JOSEPH C. FAHERTY

EXECUTIVE VICE PRESIDENTS
JOSEPH M. LYDON
JAMES FARMER
JOHN F. PHINNEY

SECRETARY-TREASURER
ROBERT J. HAYNES

VICE PRESIDENTS
RICHARD J. ABDOW
RONALD ALMAN
NATALIE BAKER
JOSEPH A. BELANGER
ROBERT A. BRYANT
EDWARD F. BURKE JR.
GIRO J. CARDINAL
THOMAS CHIRILLO
JANET CIEJKA
EDWARD W. COLLINS JR.
JOHN P. CONLEY
JOSEPH A. DART
PAUL L. DEVLIN
CHARLES DeROSA
NICHOLAS DIMITROPOLIS
JACK DONEGAN
SANDRA FELDER
WILLIAM J. FOLEY
JOHN J. HOGAN
WILLIAM F. IRVIN
JOSEPH W. JOYCE
JOSEPH KELLEHER
THOMAS P. KERR
DICK LeBLANC
KEVIN MAHAR
FRANK McCARTHY
CHARLES McDEVITT
PATRICK MELE JR.
A. MICHAEL MULLANE
JOSEPH W. NIGRO JR.
HERBERT OLLIVIERRE
CYNTHIA RODRIQUES
TONY ROMANO
CHARLES E. THOMPSON
CELIA WCISLO
MANNY WILLIAMS

This October, the Massachusetts AFL-CIO and U.S. Senator Edward Kennedy will be among the co-sponsors of the "Invest in Massachusetts" Conference. The Conference will explore and explain Economically Targeted Investment (ETI) - the prudent use of employee pension funds to create jobs and stimulate the Massachusetts economy.

The Conference will bring together Taft-Hartley, Public and Employer pension fund trustees around the positive impact ETI can have in our state. A series of interesting and innovative panels will analyze methods for Trustees to make fiscally sound investments while stimulating the economy, creating jobs and generating revenue for the state.

ETI means using the power of pension funds to benefit our members and their families. Labor can lead this state out of its fiscal disaster, if we work together to make ETI a reality.

We encourage you and your trustees to keep Wednesday-Friday, October 30-31, November 1 on your calendars. Together, using the solidarity and power of our pensions, Labor can make a difference.

"Invest in Massachusetts" Conference - Sheraton, Boston.
Co-Sponsors: Senate President William Bulger, House Speaker Charles Flaherty, Boston Mayor Raymond L. Flynn, AFL-CIO Housing/Building Investment Trusts, Boston Redevelopment Authority, Union Labor Life Insurance Company, Associated Industries of Massachusetts, Multi-Employer Property Trust.

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